

## Message Text

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EB/EWT-MR GOODMAN

USDOC-MR LICHT

AF/S-MR MCDONALD

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R 291940Z MAR 74

FM SECSTATE WASHDC

TO AMEMBASSY LISBON

AMCONSUL LUANDA

AMCONSUL LOURENCO MARQUES

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E.O. 11652 N/A

TAGS; ESTC,PO,US

SUBJECT; PROPOSED SALE TO PORTUGUESE FIRM OF 100 HELIO-

- 295 AIRCRAFT

1. USDOC HAS RECEIVED EXPORT LICENSE APPLICATION FROM JOHN ROBERTS, LTD. OF CROSS ANCHOR, SOUTH CAROLINA FOR SALE OF 100 HELIO-295 AIRCRAFT TO ALAR EMPRESA IBERICA DE MATERIAL AERONAUTICO OF LISBON. ACCORDING TO THE APPLICANT, PORTUGUESE FIRM IS DEALER AND WOULD RE-SELL AIRCRAFT FOR GENERAL UTILITY PURPOSES, TRAINING AND PATROL IN PORTUGAL AND PORTUGUESE STATES." TOTAL VALUE: \$7,150,000.

2. THE HELIO-295 IS A SINGLE ENGINE PERSONAL AND UTILITY TYPE AIRCRAFT. COMPANY LITERATURE DESCRIBES IT AS A CONTROLLED/SHORT TAKE-OFF CIVILIAN AIRCRAFT WHICH DOES NOT  
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REQUIRE PREPARED LANDING-TAKE OFF SURFACES AND WHICH

OPERATES THROUGHOUT THE WORLD FROM JUNGLES, GLACIERS, DESERT, DIRT AND MUD. CAPACITY: 6 PEOPLE OR OVER A HALF-TON OF CARGO. THE HELIO-295 CAN TAKE OFF FULLY LOADED IN 335 FEET, HAS A CEILING OF 20,500 FEET AND--WITH OPTIONAL WING TANKS--HAS U RANGE OF 1,380 MILES.

BASICALLY SIMILAR NON-COMBAT MILITARY MODELS ARE ALSO MANUFACTURED.

3. DEPARTMENT BELIEVES THAT THERE ARE LEGITIMATE CIVILIAN USES FOR HELIO-295 IN METROPOLE AND IN PORTUGUESE AFRICA. HOWEVER, EXPORT LICENSE APPLICATION FOR 100 SUCH AIRCRAFT SUGGESTS THAT THIS IS:

A) BUT ANOTHER ATTEMPT TO ACQUIRE AIRCRAFT FOR MILITARY USE IN PORTUGAL'S AFRICAN TERRITORIES OR

B) THE PORTUGUESE FIRM IS REALLY INTERESTED IN A MUCH SMALLER NUMBER OF HELIO-295S AND THAT US SUPPLIER REQUEST TO EXPORT 100 AIRCRAFT IS MERELY "FISHING EXPEDITION."O

4. EMBASSY MAY WISH DISCUSS PROPOSED SALE WITH CONSIGNEE IN LISBON. COMMENTS REQUESTED FROM ALL THREE ADDRESSEES. KISSINGER

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## Message Attributes

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**To:** LISBON LOURENCO MARQUES  
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